

Account Executive

Job Details

Job Type

Full-time

Work from Home, MI • Account Executive

Description

We are HALO! We connect people and brands to create unforgettable, meaningful, and lasting experiences that build brand engagement and loyalty for our over 60,000 clients globally, including over 100 of the Fortune 500. Our nearly 2,000 employees and 1,000 Account Executives located in 40+ sales offices across the United States are the reason HALO is #1 in our \$25B industry.

HALO is looking for a Sales **Account Executive** with 5+ years of proactive B2B sales experience to join an existing dynamic team! You will be tasked with learning and understanding our portfolio of projects, our capabilities and competitive advantages, generating meetings and penetrate new business with existing clients. You will also be responsible for developing, managing, and growing existing client accounts while meeting sales targets and expectations. Last but not least, you must exhibit high levels of professionalism and establish excellent customer relationships, manage client projects and deliver creative promotional brand solutions.

Responsibilities

Prospecting and Proactive Sales:

- Identify new markets and business opportunities
- Meet or exceed annual sales and gross profit goals

Client and Project Management:

- Develop and maintain strong client relationships
- Provide ongoing written and verbal communication throughout projects with both clients and internal support teams
- Handle challenges or obstacles with clients and/or vendors
- Understand and utilize all internal support resources and processes to mitigate project risk and maximize profits

Sales Team Leadership

- Work closely with your support team to manage project workflow ensuring all project components are on task, on time and on budget
- Provide managerial support, leadership and clear direction on all projects
- Consistently demonstrate and convey a positive attitude, strong work ethic, trustworthiness and empathy

Requirements

- Bachelor's degree (BA) in marketing, communications, business or related field, or equivalent combination of experience and education
- 5+ years' experience in a creative B2B sales role

- Proficient in Microsoft applications (Word, Excel, Outlook and PowerPoint)
- Established prospecting and presentation skills and account management experience
- Some experience in or exposure to the promotional products industry
- Excellent oral, written and interpersonal communication skills
- Strong business math experience
- Detail oriented, exceptional organizational skills and the ability to deliver under deadlines with a high level of accuracy
- Strong work ethic that supports working independently, under minimal supervision as well as the ability to work effectively in a collaborative team environment with a dynamic range of people
- Ability to handle sensitive situations with tact and well-reasoned judgment
- Proven ability to provide outstanding client service
- Curious, flexible with a positive “can do” attitude
- Ability to effectively provide, receive and respond positively to constructive feedback
- Willing to proactively seek out information, training and other resources needed to facilitate continual professional development necessary to be successful in this position
- Must be able to travel 6x a year